

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 02648 211021Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----024596 211042Z /21

R 210846Z JUN 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 903

UNCLAS STOCKHOLM 2648

FOR: BIC/OIM: TRAFTON

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: STC OPERATIONS MARKET RESEARCH: SAFETY AND SECURITY
EQUIPMENT

REF: USDOC 10539

1. RESEARCH CONTRACTOR DAHLBERG PROVIDED FOLLOWING INFORMATION:

2. FIRE ALARM SYSTEMS \$11.6
BURGLARY ALARM SYSTEMS \$11.1
ACCESS CONTROL SYSTEM \$ 2.9
CCTV \$ 2.7
TOTAL \$28.3

3. THESE FIGURES ARE BASED ON A 1976 SURVEY BY THE SWEDISH TELE-
COMMUNICATIONS AUTHORITY AND MARKET RESEARCH INTERVIEWS.

4. THE ANNUAL GROWTH RATE IS ESTIMATED AT 15-20 PERCENT IN
THREE CATEGORIES WHILE ACCESS CONTROL SYSTEMS ARE GROWING AT A
20-25 PERCENT RATE.

5. ALTHOUGH THE SWEDISH COMPANY L.M. ERICSSON DOMINATES IN
THE SUPPLY OF FIRE ALARM SYSTEMS, AMERICAN PRODUCT DOMINATE
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 02648 211021Z

THE SALES OF ACCESS CONTROL SYSTEMS.

6. NINETY PERCENT OF BURGLARY ALARM SYSTEMS ARE PROVIDED
BY THE SWEDISH FIRM SECURITAS, BUT THE COMPONENTS OF THOSE
SYSTEMS COME FROM MANY SOURCES.

7. THE HEAVY USE OF IMPORTED COMPONENTS HOLDS TRUE IN NEARLY

ALL AREAS OF SAFETY AND SECURITY EQUIPMENT. FOR EXAMPLE, PRACTICALLY NO DETECTORS OR SENSORS ARE MADE IN SWEDEN, AND US IMPORTS ARE VERY STRONG IN THIS AREA. ON THE OTHER HAND, AUTOMATIC CENTRAL COMMUNICATIONS UNITS FOR SECURITY AND SAFETY SYSTEMS ARE MOSTLY SWEDISH MADE, REGULATORY TECHNICAL REQUIREMENTS, WHICH ARE NOT MET BY MOST FOREIGN-MADE COMMUNICATIONS-TYPE EQUIPMENT, ARE LIMITING FACTORS FOR IMPORTS.

8. THERE IS CURRENTLY A CONSIDERABLE TIME AND COST PROBLEM WITH FALSE ALARMS, PARTICULARLY FROM BURGLAR ALARMS. NEW EQUIPMENT WHICH IS MORE ACCURATE WOULD BE OF GREAT INTEREST TO THE POLICE, INSURANCE COMPANIES, ETC.

9. OTHER PRODUCTS OF PRIME INTEREST ARE ACCESS CONTROL SYSTEMS AND COMPONENTS, AND DETECTORS OF ALL KINDS.

10. BEST PRODUCTS LIST CONTAINED IN PREVIOUS SHOW REPORT (A-24) IS STILL CURRENT. PARA 3 OF DRAFT COMMERCE AMERICA ARTICLE MAY ALSO BE USEFUL.

11. REFERENCE PARA 3, REFTTEL ARRIVED AFTER MARKET RESEARCH CONTRACTOR LEFT ON THREE WEEK VACATION JUNE 13. STC WILL CONTACT HIM ON RETURN FOR AS MUCH OF RESEARCH STUDY THEN COMPLETED AND WILL TRANSMIT FURTHER DATA AS AVAILABLE. CONTRACTOR INFORMED US BEFORE HIS DEPARTURE THAT DUE TO DIFFICULTY IN LOCATING INTERVIEWEES AFTER FIRST WEEK OF

UNCLASSIFIED

PAGE 03 STOCKH 02648 211021Z

JUNE, INTERVIEWING WAS COMPLETED FIRST, WITH ONLY MINIMAL WORK YET DONE ON STATISTICAL TABLES.
PERRY

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 21-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STOCKH02648
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770220-1293
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770633/aaaabdic.tel
Line Count: 97
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: aa9ce378-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 26-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2077615
Secure: OPEN
Status: NATIVE
Subject: STC OPERATIONS MARKET RESEARCH: SAFETY AND SECURITY EQUIPMENT
TAGS: BEXP, SW
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/aa9ce378-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009